

Chai Lites

T W E N T Y T W E N T Y - O N E



T O T H E C O M M U N I T Y

OUR VISION

A living commitment, inspired by Jewish values, to provide exceptional senior care by exceptional people...every day, in every way, for every one.

OUR VALUES

COMPASSION
RESPECT
EXCELLENCE
DIGNITY
INTEGRITY
TRADITION



2021 EXECUTIVE TEAM

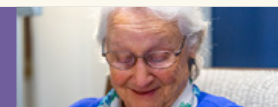
Jeffrey D. Cohen
Chief Executive Officer

Min An
Chief Operating Officer

Tracey Groscost
Chief Financial Officer

Shelly Ryan
Chief of Human Resources

Nathan Nusbaum
Chief Philanthropy Officer



2021 BOARD OF DIRECTORS

Jack Almo, Board Chair

Jeanie Alhadeff *

Becky Benaroya

Marc Bridge

Michael Cohen *

Lynn Du Bey

David Fain

Irene Fisher

Charles Gottschalk

Mark Kane *

Rabbi James Mirel

Michael Morgan *

Jeff Piha

Billy Poll

Brian Quint *

Jay Riffkin

Ari Robicsek

Douglas Rosen *

Steven Schwartz

David Shapiro

Iantha Sidell

Robert Simon

Allan Steinman *

Faith Stevelman

Barbara Sulman

Doug Wiviott

Elana Zana

*past presidents

OUR IMPACT

Essential to our impact is the Kline Galland “Continuum of Care” which allows us to accommodate the evolving needs of seniors as they change over time with a variety of services, wherever they reside.



Kline Galland's programs are sustained by our community support—people like you who make it possible to allow us to

develop and grow programs and activities that enhance the lives of our family, friends and loved ones. We have been serving the Puget Sound region for over a century, and we are grateful for your support to ensure that we can evolve our care to meet the needs of seniors in the century to come.

3,318

Patients Kline Galland cared for in 2021

154

Residents at Mary Schwartz Summit

846

Patients at Kline Galland Home

2,318

**Patients through
Community Based Services**



We are enthusiastic supporters of the Kline Galland, and in particular are drawn to the organization's commitment to our broader community, the depth of its senior care offerings, and the compassion the staff shows to each and every person in their care.”

Jay Riffkin and Courtney Blethen Riffkin

Kline Galland
**SENIOR CARE
RESOURCE LINE**
(206) 723-INFO




**KLINE
GALLAND
HOME**

Rehab/TCU
Long-Term Care
Adult Day Center


**KLINE GALLAND
COMMUNITY
BASED SERVICES**

Home Care
Home Health
Hospice
Palliative Care


**MARY SCHWARTZ
SUMMIT**

Independent Living
Assisted Living
Memory Support

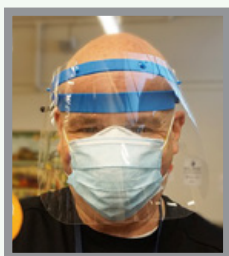
MARGIN OF EXCELLENCE

Kline Galland invests more to maintain the highest levels of excellence in care, resident life, and Jewish tradition. This Margin of Excellence is a commitment we make to our residents, patients, families and community every single day.

\$3,000,000	UNCOMPENSATED CARE
\$2,300,000	NURSING STAFF (above state average)
\$975,000	SUMMIT RESIDENT SUBSIDY
\$577,000	KOSHER FOOD PREMIUM
\$288,000	MARKETING & COMPLIANCE
\$180,000	ADULT DAY CENTER SUBSIDY
\$100,000	VOLUNTEER & ACTIVITY MANAGEMENT
\$58,000	RABBINIC SERVICES
\$35,000	CNA PROGRAM
\$2,000	KOSHER MEALS ON WHEELS

\$7.5M MARGIN OF EXCELLENCE

AWARDS AND RECOGNITION



CEO Jeffrey Cohen named as leader in health care by Puget Sound Business Journal



Min An, COO at Kline Galland, honored with the Pamela Waechter z”l Jewish Communal Professional Award

Kline Galland Home chosen as Newsweek's 2021 Best Nursing Home



2021 Best In Class



2021 CMS 5 Star Rating



UNCOMPENSATED CARE

Every year, \$3 million is needed to fund Kline Galland's uncompensated care, bridging the gap between what it costs to provide the highest quality programs and services and what we receive through Medicaid.



Health care reimbursements remain flat, as care becomes more costly for a senior population projected to grow dramatically over the next 15 years. Kline Galland's guarantee in providing exceptional care to every senior in our continuum is made possible because of donors. Regardless of the size of your bequest, your contribution will make a significant difference in bringing the priceless gifts of care, respect, and spiritual nurturing to our elderly.

78% The percentage of costs Medicaid covers to provide the highest standard of care

\$3M The difference Kline Galland faces each year in uncompensated care that is delivered through philanthropy

- True cost of Kline Galland's high standard of care: **\$423.50** per day
- Kline Galland receives from Medicaid: **\$330.94**
- Funding Difference: **\$92.56** per resident per day
- **\$3.04** million per year

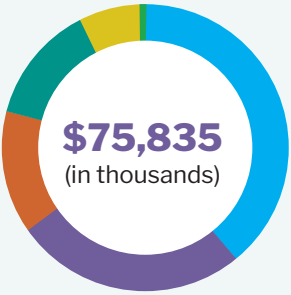
I have known Kline Galland for over 50 years. It has always had an excellent reputation. I am grateful that I can support so many excellent and greatly needed services.”

Arlene Ehrlich

FINANCIALS

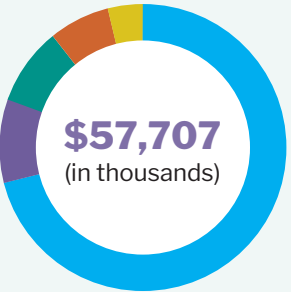
TOTAL REVENUE BY TYPE

Government	38.9%
Private Pay	26.1%
Contributions	14.1%
Investment Inc.....	13.5%
Insurance	7.1%
Other	0.3%



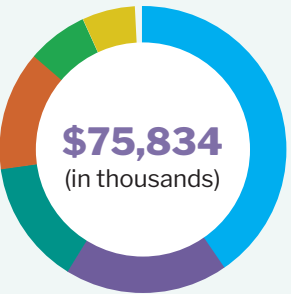
EXPENSES BY CATEGORY

Salaries/Taxes/ Benefits	71.1%
Occupancy	9.4%
Supplies/Other	8.7%
Direct	6.9%
Food	3.9%



REVENUE BY SERVICE LINE

Skilled Nursing	40.4%
Community Based Programs ...	18.4%
Contributions	14.1%
Investments	13.5%
Assisted Living	6.8%
Independent Living	6.5%
Other	0.3%



VOLUNTEERS

After delays and disruptions due to COVID-19, our wonderful volunteers began returning to in-person engagement in April 2021 at the Kline Galland Home, the Mary Schwartz Summit, along with hospice volunteers out in the community.

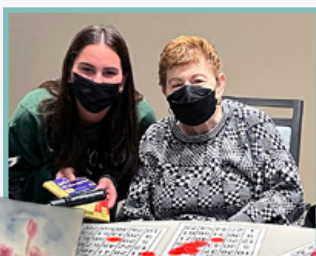
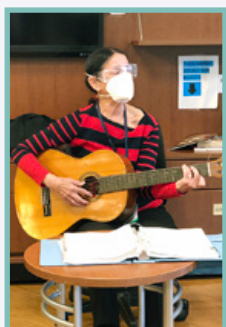
Even during this limited year of in-person volunteering, Kline Galland has:

50 Volunteers visiting residents and patients at the Kline Galland Home, the Mary Schwartz Summit, and out in the community

1,200 Hours of visitation offered to our residents and patients

Our Mitzvah Mailings program continued in 2021 as well, receiving over 150 mailings throughout the year!

Thank you to all of our dedicated volunteers and supporters who help us build a community, while providing incredible quality of care to each and every one of our residents and patients.



HOW TO VOLUNTEER

Alyssa Bobman Cohen, Director of Volunteer Services
AlyssaB@KlineGalland.org • (206) 209-6531

We are pleased to share that our 2021 Donors Booklet has moved to our website, and will no longer be printed.

To view, please visit:

www.KlineGalland.org/get-involved/our-supporters/

Or you can use your mobile phone camera to view:



KLINE GALLAND complies with Federal civil rights laws and does not discriminate on the basis of race, color, national origin, age, disability or sex.

For more information, please visit: www.KlineGalland.org

RETIREMENTS



NAME	TITLE	YEARS OF SERVICE
Rene Applegate	C.N.A.....	36 YEARS
Persida “Percy” Abenojar	MDS NURSE	34 YEARS
Gina Lamagna	ASSISTANT COOK.....	30 YEARS
Tamene Kassa	C.N.A.....	30 YEARS
Cayetana Baccay	HOUSEKEEPING AND LAUNDRY	26 YEARS
Chris Cruz	SOUTH CHARGE NURSE AT KGH	25 YEARS
Athena Degala	FRONT OFFICE RECEPTIONIST.....	13 YEARS

Thank you for your dedicated service!

Kline Galland is an incredible part of the community and I gladly support their hard work; there is no financial contribution large enough to repay how I feel about them.”

David Alhadeff

IN MEMORIAM

Jennifer Basilio CHARGE NURSE **31** YEARS AT KLINE GALLAND



Jennifer Basilio’s wonderful career at Kline Galland began when she was 16, working in the kitchen at the Kline Galland Home as a Dietary Aide. She became a CNA, and then received a scholarship from Kline Galland to become an LPN. Jennifer met her husband, Rex, at Kline Galland. Her parents also worked here, and multiple family members of hers have found a career at Kline Galland. Jennifer passed away in 2021 at the age of 47, leaving behind many loved ones and so many friends and coworkers. Her impact and spirit will be missed at Kline Galland.



THE PATH FORWARD

by JEFFREY D. COHEN

I am pleased to share with you Kline Galland's 2021 Report to the Community. 2021 served another reminder of how committed and resilient our community remains. Our staff continue to provide excellent, compassionate care, and our residents and patients have endured a scary, complicated time. We are also still celebrating the tremendous gift from Gary and Karen Schwartz to Kline Galland operations, along with the renaming of the Mary Schwartz Summit, formerly The Summit at First Hill.

As we look ahead, we navigate a path with a renewed eye on the future. Our year will be focused on expanding our Community Based Services program by adding more services and growing our impact on our community. This growth is imperative to meet the upcoming needs of seniors. In 2020, 14.6% of the population in King County was aged 65 and older. In just 2030, the percentage aged 65 and older is estimated to be 18.3%. With the growing demand for senior care, it is imperative that we have the foresight and management to nurture, develop and invest in our staff through increased pay, bonuses, and other retention efforts like continuing education and growth opportunities. This will keep Kline Galland a place to have a long-lasting, happy career making a difference every single day.

In 2022, we begin the build of a Hospice Focused Unit at the Kline Galland Home—the first of its kind in our state that will offer specialized care and better meet the needs of patients along with their family and loved ones. We would like to extend our heartfelt appreciation to Frankie and Dick Loeb for their generous contribution to make this new program possible. We will also be breaking ground on a new healing garden, designed and executed through a partnership with Kline Galland and the University of Washington's Landscape Architecture program. The healing garden, which will be named the Marty Bender Family Garden after a donation from the Bender family, is slated to be finished in June of 2022.

With the strength we have gained in 2021, we enter into 2022 with hope and gratitude, empowered as the 108th year Kline Galland has served our community. Thank you to every one of our supporters, donors and community members that allow us to continue our important work. We know the work we do today will benefit the residents and patients of the next 108 years.

Jeffrey D. Cohen
Chief Executive Officer

JeffC@KlineGalland.org